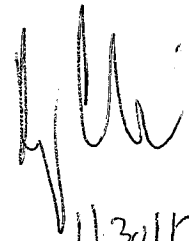


Sullivan County Delegation

Executive Finance Committee (EFC) Meeting Minutes

For - Friday, October 21, 2011 8:15 AM

Place: Newport, NH – County Administration Building
1st Floor, Commissioners Conf. Rm.
14 Main Street, Newport NH 03773


11/30/12

Attendees: Representatives Joe Osgood – EFC Chair, Charlene Lovett – EFC Vice Chair, Thomas Laware – EFC Member, Beverly Rodeschin – Delegation Chair, C. Michael Sanderson – County Treasurer, and Greg Chanis – County Administrator

EFC Members Absent: John Cloutier – EFC Clerk and Spec Bowers – EFC Member

8:20 The EFC Chair, Joe Osgood, opened the meeting.

The County Administrator reviewed the requirements under RSA 29:8 on borrowing in anticipation of tax revenue notes. He provided the EFC with a copy of the motion [Appendix A] passed by Commissioners during their last meeting. The County Treasurer testified in favor of motion.

8:30 **Motion:** I make a motion, per RSA 29:8, to authorize the Sullivan County Treasurer, to establish, and borrow against, a line of credit with a qualified lender in an amount not to exceed Two Million Dollars (\$2,000,000). The purpose of said borrowing is to satisfy the demands upon the treasury of the Sullivan County in anticipation of tax revenue due on December 17, 2011.
Made by: Lovett. **Seconded by:** Laware. **Voice vote:** All in favor.

8:35 **Motion:** Accept minutes of 8/8/2011 – both Executive Session and Public Session. (Executive Session minutes were not unsealed at this time). **Made by:** Lovett. **Seconded by:** Osgood. **Voice vote:** All in favor.

The County Administrator distributed the Sullivan County, New Hampshire Annual Financial Statements for the Year Ended June 30, 2011 - audit. A brief discussion followed.



The County Administrator distributed copies of the Sullivan County Health Care (SCHC) monthly report [Appendix B] presented by the SCHC Administrator during the last Commissioner meeting. A brief discussion commenced.

9:20 The meeting adjourned.

Respectfully submitted,

Greg Chanis, County Administrator / Acting EFC Clerk

Motion to Establish TAN Line of Credit

I make a motion, per RSA 29:8, to authorize the Sullivan County Treasurer, to establish, and borrow against, a line of credit with a qualified lender in an amount not to exceed Two Million Dollars (\$2,000,000). The purpose of said borrowing is to satisfy the demands upon the treasury of the Sullivan County in anticipation of tax revenue due on December 17, 2011

MEL	RE						
	Sep 2010 Compare	Sep 2010 AVG CENSUS	Sep 2011 Actual	Sep 2011 AVG DAILY CENSUS	BUDGETED	BUDGETED AVG CENSUS	VARIANCE
CENSUS:	183	6	89	3	270	9	-181
REVENUE	\$88,337.53		\$49,529.66		\$135,000.00		-\$85,470.34
AVERAGE RATE PER DAY	\$482.72		\$556.51		\$500.00		\$56.51

PRIVATE							
	Sep 2010 Compare	Sep 2010 AVG CENSUS	Sep 2011 Actual	Sep 2011 AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	601	20	449	15	600	20	-151
REVENUE	\$141,865.00		\$111,805.00		\$147,000.00		-\$35,195.00
AVERAGE RATE PER DAY	\$236.05		\$249.01		\$245.00		\$4.01

MEDICAID							
	Sep 2010 Compare	Sep 2010 AVG CENSUS	Sep 2011 Actual	Sep 2011 AVG DAILY CENSUS	BUDGETED		VARIANCE
CENSUS:	3,479	116	3,436	115	3,390	113	46
REVENUE	\$472,935.26		\$510,417.80		\$488,804.10		\$21,613.70
AVERAGE RATE PER DAY	\$135.94		\$148.55		\$144.19		\$4.36
MCD Bed hold @ \$0.00			0				

HCBC (RESPITE)						
	Sep 2010 Compare	Sep 2010 AVG CENSUS	Sep 2011 Actual	Sep 2011 AVG DAILY CENSUS	BUDGETED	VARIANCE
CENSUS:	0	0	0	0	0	0
REVENUE	0		\$0.00		\$410.96	-\$410.96
AVERAGE RATE PER DAY	\$0.00		\$160.32			\$160.32

MANAGED CARE						
	Sep 2010 Compare	Sep 2010 AVG CENSUS	Sep 2011 Actual	Sep 2011 AVG DAILY CENSUS	BUDGETED	VARIANCE
CENSUS:	0	0	0	0	0	0
REVENUE	\$0.00		\$0.00		\$0.00	\$0.00
AVERAGE RATE PER DAY	\$0.00		\$0.00		\$0.00	\$0.00

	Sep 2010 Compare	Sep 2010 AVG CENSUS	Sep 2011 Actual		0		
TOTAL CENSUS	4,263		3,974		\$0.00		
AVERAGE CENSUS		142.1		132.5	0	142.0	
	\$703,137.79		\$671,752.46		\$771,215.06		-\$99,462.60

MEDICARE B REVENUE							
	ACTUAL		Sep 2011 Actual		BUDGETED		VARIANCE
	\$51,031.34		\$52,002.04		\$41,622.74		\$10,379.30
	\$754,169.13		\$723,754.50		\$812,837.80		
TOTAL MONTHLY REVENUE VARIANCE							(\$89,083.30)

Revenue Review thru 09/30/2011

	Annual Budget	92 Days YTD Budget	YTD	Variance	
Medicaid	5,947,116	1,498,999	1,686,813	187,814	
Private	1,788,500	450,800	154,324	(296,476)	
Insurance	20,000	5,041	8,458	3,417	
Respite (HCBC)	5,000	1,260	1,924	664	
Medicaid Assessment	1,876,647			-	Paid quarterly
Medicare Part B (Total)	506,410	127,643	139,955	12,312	
Medicare Part A	1,642,500	414,000	110,548	(303,452)	
Proshare	598,052			-	Paid at end of FY
Net Variance from Operations				(395,722)	
Misc Income	15,000	3,781	12,231	8,450	
Laundry	85,000	21,425	17,230	(4,195)	
Cafeteria	15,000	3,781	4,690	909	
Meals	339,164	85,488	84,791	(697)	
Prior Year ARRA adj			(394)	(394)	
Total Revenue	12,838,389	2,612,218	2,220,570	(391,648)	

Sullivan County Aging Home
Quarterly Resident Census

Resident Census - FY 12

	TOTAL DAYS	MEDICAID		PRIVATE		SKILLED		HCBC		MANAGED		LEAVE		TOTAL DAYS	
	AVAILABLE	DAYS		DAYS		DAYS		RESPITE		CARE		DAYS		FILLED	
Jul-11	4836	3528	84.14%	544	12.97%	112	2.67%	7	0.17%	0	0.00%	2	0.05%	4193	86.70%
Aug-11	4836	3564	85.71%	556	13.37%	30	0.72%	5	0.12%	0	0.00%	3	0.07%	4158	85.98%
Sep-11	4680	3432	86.36%	449	11.30%	89	2.24%	0	0.00%	0	0.00%	4	0.10%	3974	84.91%
1ST QUARTER	14,352	10,524	85.39%	1,549	12.57%	231	1.87%	12	0.10%	0	0.00%	9	0.07%	12,325	85.88%
Oct-11	4836		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
Nov-11	4680		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
Dec-11	4836		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
2ND QUARTER	14,352	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
Jan-12	4836		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
Feb-12	4524		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
Mar-12	4836		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
3RD QUARTER	14,196	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
Apr-12	4680		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
May-12	4836		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
Jun-12	4680		#DIV/0!		#DIV/0!		#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
4TH QUARTER	14,196	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	0.00%
FY '12 TOTAL	57,096	10,524	85.39%	1,549	12.57%	231	1.87%	12	0.10%	0	0.00%	9	0.07%	12,325	85.88%
YTD AVG.		114.4		16.8		2.5		0.1		0.0		0.1		134.0	

Avg
Census

134.0

0.0

0.0

0.0

Resident Census - FY 11

	TOTAL DAYS	MEDICAID		PRIVATE		SKILLED		HCBC		MANAGED		LEAVE		TOTAL DAYS	
	AVAILABLE	DAYS		DAYS		DAYS		RESPITE		CARE		DAYS		FILLED	
Jul-10	4836	3457	79.69%	588	13.55%	280	6.45%	11	0.25%	0	0.00%	2	0.05%	4338	89.70%
Aug-10	4836	3500	79.20%	570	12.90%	349	7.90%	0	0.00%	0	0.00%	0	0.00%	4419	91.38%
Sep-10	4680	3489	81.84%	587	13.77%	182	4.27%	0	0.00%	2	0.05%	3	0.07%	4263	91.09%
1ST QUARTER	14,352	10,446	80.23%	1,745	13.40%	811	6.23%	11	0.08%	2	0.02%	5	0.04%	13,020	90.72%
Oct-10	4836	3577	80.96%	660	14.94%	178	4.03%	0	0.00%	0	0.00%	3	0.07%	4418	91.36%
Nov-10	4680	3508	82.15%	574	13.44%	186	4.36%	0	0.00%	0	0.00%	2	0.05%	4270	91.24%
Dec-10	4836	3607	82.09%	596	13.56%	188	4.28%	0	0.00%	0	0.00%	3	0.07%	4394	90.86%
2ND QUARTER	14,352	10,692	81.73%	1,830	13.98%	552	4.22%	0	0.00%	0	0.00%	8	0.06%	13,082	91.15%
Jan-11	4836	3700	82.41%	576	12.83%	213	4.74%	0	0.00%	0	0.00%	1	0.02%	4490	92.85%
Feb-11	4368	3201	80.41%	536	13.46%	243	6.10%	0	0.00%	0	0.00%	1	0.03%	3981	91.14%
Mar-11	4836	3356	80.48%	640	15.35%	171	4.10%	0	0.00%	0	0.00%	3	0.07%	4170	86.23%
3RD QUARTER	14,040	10,257	81.14%	1,752	13.86%	627	4.96%	0	0.00%	0	0.00%	5	0.04%	12,641	90.04%
Apr-11	4680	3183	77.41%	656	15.95%	261	6.35%	9	0.22%	0	0.00%	3	0.07%	4112	87.86%
May-11	4836	3227	75.31%	756	17.64%	291	6.79%	9	0.21%	0	0.00%	2	0.05%	4285	88.61%
Jun-11	4680	3099	74.42%	832	19.98%	233	5.60%	0	0.00%	0	0.00%	0	0.00%	4164	88.97%
4TH QUARTER	14,196	9,509	75.70%	2,244	17.86%	785	6.24%	18	0.14%	0	0.00%	5	0.04%	12,561	88.48%
FY '11 TOTAL	56,940	40,904	79.73%	7,571	14.76%	2,775	5.41%	29	0.06%	2	0.00%	23	0.04%	51,304	90.10%
YTD AVG.		112.1		20.7		7.6		0.1		0.0		0.1		140.6	

Avg
Census

141.5

142.2

140.5

138.0

Medicare Length of Stay Analysis

Sullivan County Health Care (SC)

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AR7400A

	Sep 2011	Aug 2011	Jul 2011	Jun 2011	May 2011	Apr 2011	Mar 2011	Feb 2011	Jan 2011	Dec 2010	Nov 2010	Oct 2010	12 Mos.	Calendar YTD
Total Admits & Readmits (All payer types)	9	4	7	4	6	10	11	10	13	10	11	6	101	74
MCR # Admits & Readmits	7	2	3	3	4	7	6	6	8	7	6	6	65	46
MCR # Discharges from facility		1	1	4	4	1	3	1	6	3	2		26	21
MCR Discharged LOS		33.0	37.0	42.0	22.0	20.0	30.7	23.0	18.8	15.0	10.0		24.6	27.3
MCR # End or A/R Change	3	2	4	5	1	1	5	4	1	6	4	2	38	26
MCR End or A/R Change LOS	14.7	6.0	42.5	83.0	40.0	29.0	52.2	31.3	49.0	40.7	36.0	21.5	41.5	44.0
Total Average MCR LOS	14.7	15.0	41.4	64.8	25.6	24.5	44.1	29.6	23.1	32.1	27.3	21.5	34.6	36.6
Total MCR Days	89	30	112	233	291	261	171	243	213	188	186	178	2195	1643
Rehab RUGs	89	20	107	215	270	255	171	209	188	150	178	175	2027	1524
% of Total MCR Days	100%	67%	96%	92%	93%	98%	100%	86%	88%	80%	96%	98%	92%	93%
Non-Rehab RUGs		10	5	18	21	6		34	25	30	8	3	160	119
% of Total MCR Days		33%	4%	8%	7%	2%		14%	12%	16%	4%	2%	7%	7%
Default Days										8			8	
% of Total MCR Days										4%				
A ADL (low dependency)	54	15	29	79	70	62	63	135	139	86	61	80	873	646
% of Total MCR Days	61%	50%	26%	34%	24%	24%	37%	56%	65%	48%	33%	45%	40%	39%
B ADL (medium dependency)	22	11	5	70	167	93	42	58	71	43	30		612	539
% of Total MCR Days	25%	37%	4%	30%	57%	36%	25%	24%	33%	24%	16%		28%	33%
C ADL (high dependency)	13	4	78	84	54	106	66	50	3	51	95	98	702	458
% of Total MCR Days	15%	13%	70%	36%	19%	41%	39%	21%	1%	28%	51%	55%	32%	28%
Medicare Net Revenue	\$49,530	\$12,082	\$56,328	\$128,317	\$162,808	\$159,085	\$98,315	\$122,701	\$109,063	\$98,337	\$111,366	\$99,462	\$1,207,394	\$898,229

Sep 2011								
FY12								
Admission/Discharge Summary								
						Admissions		Discharges
HCB		Home				0		1
						0		1
MCD		Assisted Living				1		
		Expired						
		Home						
		Hospital				1		4
		Nursing Home						1
				MCD Subtotal		2		5
MRA		Assisted Living						
		Expired						
		Home						
		Hospital				6		
		Nursing Home				1		
				MRA Subtotal		7		0
PVT		Assisted Living						
		Expired						2
		Home						
		Hospital						
		Nursing Home						
		Private home/apartment						
						0		2
				PVT Subtotal				
TOTAL						9		8

July 2011 thru September 2011							
YTD FY12							
Admission/Discharge Summary							
					Admissions	Discharges	
HCB	Home				2	2	
					2	2	
MCD	Assisted Living				1		
	Expired					2	
	Home				1		
	Hospital				3	9	
	Nursing Home					1	
				MCD Subtotal	5	12	
MRA	Assisted Living						
	Expired					1	
	Home					1	
	Hospital				10		
	Nursing Home				2		
				MRA Subtotal	12	2	
PVT	Assisted Living						
	Expired					3	
	Home				1		
	Hospital					1	
	Nursing Home						
	Private home/apartment						
					1	4	
				PVT Subtotal			
TOTAL					20	20	

Month-end Analysis

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AR6100B

Sullivan County Health Care (SC) For the Month of Sep, 2011

Resident (Res #) (Discharge Date)

Type Balance	Sep/	Aug/	Jul/	Jun/	May/	Apr/	Mar/	Feb/	Jan/	Dec/	Nov/	Oct/	Sep/	Balance
Aged Analysis Summary														
HCB		801.60	1,122.24		1,442.88	1,442.88							2,946.88-	1,862.72
INS	7,530.31	8,748.64	1,154.92	5,235.03	6,867.18	5,397.87	5,613.51	3,915.12	715.48-	801.37	400.89	118.15	59,784.38	104,851.89
MCD	415,428.47	56,893.78	35,121.35	26,743.21	34,744.58	16,553.64	6,756.18	2,793.23	4,805.17	3,183.58-	3,088.52-	3,793.58	33,092.16	630,453.25
MCP														
MRA	45,426.16	3,114.66	8,346.80	0.20	0.57	0.32	0.22	0.15	0.12	0.13-	412.67	0.24	7,051.59-	50,250.39
MRB	41,601.21	180.09	64.73	227.86	870.36	946.27	1,320.81	1,077.49	1,727.32	605.13	51.26		49,939.88	98,612.41
MXA	2,405.50		3,031.50	4,802.20	11,185.70	6,091.70	296.73	1,500.00		3,025.00	3,300.00		37,602.30	73,240.63
MXB	4,568.52	4,975.65	1,142.93	657.21	525.05	376.52	12.96	1,095.03	574.09	236.64	654.60-	138.93-	16,320.23	29,691.30
PVT	19,895.00	38,355.00	22,898.13	28,487.87	25,418.95	18,156.54	11,091.52	11,246.82	10,525.87	8,428.28	7,678.07	5,522.71	167,860.78	375,565.54
RES	5,295.17-	741.36	3,248.59	4,221.30	3,235.06	3,646.77	3,737.70	3,951.45	5,196.67	2,252.48	1,096.29	1,870.70	8,176.64-	19,726.56
PHC													375.00-	375.00-
HST													100.00	100.00
PIN														
HSR														
Totals:	531,560.00	113,810.78	76,131.19	70,374.88	84,290.33	52,612.51	28,829.63	25,579.29	22,113.76	12,165.19	9,196.06	11,166.45	346,149.62	1,383,979.69
	38.41%	8.22%	5.50%	5.08%	6.09%	3.80%	2.08%	1.85%	1.60%	0.88%	0.66%	0.81%	25.01%	100.00%